

My wife, Julie and I, have been with Quixtar since its inception. Prior to that, we were Amway distributors since 1994. We have achieved the Q-12 level, making \$70,000 + annually. Besides the financial rewards, we have seen many lives changed for the better through the self-improvement training provided with our system. We have created conditions for several moms to now have the option to stay home and raise their children vs. using the lowest bid day care.

We did our homework thoroughly before becoming involved in network marketing. We sought several sources of information using a variety of media. While there was both positive and negative, it was clear that what a person would get from such a business would be how hard one was willing to work and use the system. Our sponsors provided financial information as well as the opportunity to talk with others involved. They did not lead us to only the positive, but rather exposed us to all aspects which we appreciated. We also provide similar information and sources for our prospects now as in the past. They understand that there is no free lunch and Quixtar is not a get rich quick scheme; while the concept is easy, it takes hard work which we explain right up front. We use websites, CDs, books, and consultation with “red, yellow, and green lights” after they have been presented with the business plan.

When I decided as a high school senior that I wanted to become an engineer, it was my responsibility to do my investigation to determine if it was right for me. The university system and corporate world are not required (and do not) provide financial records for income, etc. It was my own obligation to do my homework as a responsible adult.

When we register Independent Business Owners (IBOs), the minimum requirement for the online registration is approximately \$45. We highly suggest the publication pack. We also recommend some optional educational materials totaling about \$50. We also suggest a subscription to a communication system by which to stay in touch with the organization. Everything but the communication system is covered with a buy-back policy for 180 days. The communication subscription can be stopped at any time by contacting the provider.

A required 7-day wait period is viewed by us as not required due to the buy back / refund policy; there is no risk. Most prospects have already done their homework ahead of time and have been looking for a business such as Quixtar and are anxious to get started. We can get their business going for them with their prospects in a week's time so the wait would be detrimental to those that wanted to get started right away with the income opportunity. We would most likely lose prospects by imposing a mandatory 7 day wait, possibly losing the prospect to another IBO when we did the upfront work.

We encourage our prospects to meet with local IBOs currently to get a good cross section of expected results from IBOs who are willing to share their experiences. I would not personally appreciate a formal “reference” system where someone I do not know would inquire about our personal earnings and other personal questions; this would be an invasion of my privacy.

We disclose the income through a formal document (SA4400) of income potential both after showing the business plan and at the time of registration which has been approved by the FTC. Our prospects can see the “fruit on the tree” that if you work the business, the business will work for you.

In summary, I am against the proposal due to invasion of privacy and potential income loss for us and others. Let prospects do the homework they deem necessary for their decision-making.

Respectfully submitted,  
Richard & Julie Wilson